

Job Description: Regional Director, 2020 Farmers Cooperative

Job Title: Regional Director

Location: Remote within assigned region (West Region, Midwest Atlantic Region, Southeast Region, Southwest Region). Regional Directors must reside in the region they oversee.

Type: Contractual

Salary: Based on experience

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Organization Overview

The 2020 Farmers Cooperative, a 501(c)(3) entity, was established in Virginia in 2020. The cooperative leverages collective bargaining power and economies of scale to provide resources, services, and opportunities for its farmer-members. With a mission of creating equitable access to agricultural markets, funding, and land, the cooperative fosters sustainable development for its members and the broader agricultural community.

Our core services include:

- Marketing and procurement
- Technical assistance and training
- Land assembly and acquisitions
- Advocacy for agricultural equity
- Experiential youth learning in agriculture

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Job Summary

The Regional Director serves as the primary representative of the 2020 Farmers Cooperative within their assigned region. This role involves implementing cooperative strategies, developing member services, building partnerships, and overseeing regional operations. The Regional Director will collaborate closely with members, other Regional Directors, and the administrative team to achieve the cooperative's mission and regional goals.

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Key Responsibilities

Strategic Leadership:

- Develop and implement regional strategies aligned with the cooperative's goals.
- Facilitate long-term planning based on opportunities, risks, and organizational capabilities within the region.

Member Support:

- Engage with current and prospective members to identify needs and gaps in resources.

- Provide technical assistance, training, and support for cooperative development.
- Advocate for farmer-oriented programs, policies, and resources.

Program Development:

- Oversee regional initiatives, including training, certifications, and marketing efforts.
- Deliver high-impact presentations and reports to stakeholders, members, and partners.
- Collaborate with state and regional teams to standardize and enhance program delivery.

Partnership Development:

- Establish and maintain strategic relationships with community organizations, businesses, and government entities.
- Promote collaboration with industry leaders to advance cooperative goals and member opportunities.

Operational Oversight:

- Monitor regional budgets and resources, ensuring alignment with cooperative objectives.
- Track and report on regional progress, member engagement, and outcomes.

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Qualifications and Skills

- Bachelor's degree in Agriculture, Business, or a related field preferred (equivalent experience considered).
- Minimum 8 years of experience in agriculture, cooperative management, or community development.
- Proven track record in strategic planning, resource development, and stakeholder engagement.
- Strong communication, presentation, and relationship-building skills.
- Familiarity with cooperative principles and member-driven organizations.
- Residency within the assigned region required.
- Membership in the 2020 Farmers Cooperative is a plus.
- Knowledge and experience with the following technology stacks (Microsoft, Quickbooks, Monday.com, Google,)

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Work Environment

- This is a remote position requiring regional travel to engage with members, partners, and stakeholders. Occasional travel outside the region may also be necessary for cooperative-wide meetings and events.

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Application Instructions

Interested candidates should submit a resume and cover letter to info@2020FarmersCo-Op.com. Please include "Regional Director Application – Southeast" or the corresponding region

you will be applying for exampleL “Regional Director Application - Midwest Atlantic, Southwest or West region” in the subject line.

Equal Opportunity Statement

The 2020 Farmers Cooperative is committed to fostering an inclusive and equitable work environment. We encourage applications from individuals of all backgrounds and experiences.